

BUSINESS DEVELOPMENT OF G STREET IN RECENT YEARS

URNS TO COMMERCE

G Street Becomes a Great Business Thoroughfare.

ONCE FULL OF RESIDENCES

Between Ninth and Fifteenth It Rivals F Street and Is Part and Parcel of the Trading Section. "Real Estate Row" Fills the Thirteen Hundred Block.

Between the Interior and Treasury Department buildings, G street northwest has become almost completely transformed into a business thoroughfare. Fifteen years ago and more it took up the overflow from F street, and gradually its old-fashioned residences were first remodeled for shops and offices, and then the old landmarks began to disappear for new and larger buildings to accommodate stores and offices, which every year more and more intruded upon the residences, until the latter are now gone, and the street is given over to the requirements of trade, supply stores, and offices, real estate, insurance, builders, and architects predominating.

In the early days, while Pennsylvania avenue was yet a dirt road and notoriously muddy in rainy weather, G street was one of the fashionable residence streets of the Capital. It was lined with beautiful houses, in front of which equipages of the social contingent and of official families could be seen drawn up every afternoon, waiting upon the parties and receptions going on within. In G street, in the hoary past, dwelt some of the richest and most influential families of the city. In G street Senators and Representatives lived; and many of the Cabinet officers and high officials of the government, at one time and another, dwelt there. It was in its day a noble street, lined with costly homes, and many was the scene of gayety at the old-fashioned receptions, weddings, and other social functions which took place there.

But that is now only something for the antiquarian to get enthusiastic about. The man of this generation, and the traveler from the States, now going through G street, sees only high buildings, sheltering banks, real estate offices, supply stores, two of the largest dry goods and department stores in the city, and the rapid changing of the buildings of the past to new blocks and offices, to suit the requirements of twentieth century business methods. Three big churches still cling to G street, though their parishioners long since scattered far away in the northwest section and other parts of the new city.

Standing on the curb stones which surround the west and north sides of the Department of the Interior building, one sees the traffic of G street sweeping past in an endless string each day of the week. The electric car line, which runs through the street from this point to Fifteenth street, carries the traffic of a large part of the north and northeast suburban section of Washington, and every two minutes the cars roll by crowded with the population of the distant suburbs coming down town on shopping trips or returning to their homes late in the afternoon. Every kind of vehicle forms part of the procession coming and going over the smooth asphalt pavement. Delivery wagons possibly are in the ascendant, though many automobiles, and carriages of the rich roll by, stopping at the offices and stores in G street.

Trade Goes to Seventh Street. Past the beholder to the right the tide of traffic swings about the department building in to Seventh street and is seemingly lost in that busy thoroughfare. Turning westward one passes on the right-hand corner of Ninth street the new building which is being fitted up by Mr. Dodge. It is a plain brick building, but this year extensive improvements have been made, and the building now has three store rooms on the ground floor, with many offices along the corridors above.

Nearly opposite is the McGill Building, which but recently has passed from the hands of the architect and contractors, one of the finest and most complete business and office structures in the city. It shelters real estate firms, insurance offices, and the whole long list of agencies representing a great variety of activities which Washington in its metamorphosis from a political center to a commercial and industrial city has invited to establish here.

Beside the McGill Building stands the historic Ritts' Armory, which long ago lost its particular use as the home of the Rifles, and has been in recent years one of the chief gathering places for the city. The entertainments, lectures, and public meetings of the Rifles' Armory Hall have been legion every season for many years. Its central location makes it popular still, and its use as the meeting place of the local lodge of the Mystic Shriners gives it a character which marks it as one of the great landmarks of Washington.

On the terrace to the right stands a fine row of ancient brick houses, into which but recently strode the iron heel of business. This row for years withstood the encroachments of the mart and the office until at last it was obliged to succumb, and the old houses are filling up with various kinds of shops, and will shortly become part and parcel of the new order of things.

Two Big Churches Remain. Further on stand, on opposite corners of Tenth street, St. Patrick's Catholic Church and the First Congregational Church, two of the largest of their respective denominations. Both buildings are models of their kind. St. Patrick's recently having come into possession of its new school building and parish house, built in gray stone to match the architecture of the church, making a handsome architectural setting amid the business houses growing up around. The Congregational Church is a plain red-brick structure, its fine architectural lines and high roof and its surroundings suggesting old Trinity, which has stood for so many years a grim protest to the sheering of the lambs in Wall street, New York.

The beholder next passes the two department stores of Woodward & Lothrop and the Palais Royal. Each occupies the square on G street, and each covers large spaces, one reaching through to F street and the other filling about one-fourth the square between G and H streets. Woodward & Lothrop's store presents on the G street side the newer portion, built two or three years ago on the former site of St. Vincent's Orphan Asylum. The Palais Royal, nearly of the same size as its competitor, is one of the best patronized stores in Washington.



WOODWARD & LOTHROP'S

Department store, which occupies square bounded by Tenth, Eleventh, F, and G streets.

ton, and was, in an important sense, the pioneer of the large business interests in G street.

At the corner of Eleventh, opposite the Palais Royal, is the La Petra Hotel, one of the most popular of the smaller caravansaries of the Capital. It is frequently the headquarters of big excursions which come to the city, and in many ways yields a large income to its enterprising proprietor.

Supply Stores Crowd the Block.

Proceeding westward, the observer passes one supply store after another, ranging from plumbing fixtures through hardware, mantels, paints, and oils, house furnishing goods, and numerous forms of merchandising, on to Thirtieth street. Among the stores and offices are a number of well-patronized restaurants, fruit stands line the sidewalks in several places, real estate men have camped there, and the entire street, on both sides, is busy with the growing demands of business. Much improvement in the buildings has taken place in this part of G street within the past two years. Property rates have advanced rapidly, and a location here is coming to be regarded as the most valuable in Washington.

At Twelfth street will be located one of the new banks, now in process of organization. Beyond Thirteenth one passes into "Real Estate Row." In this block has been wrought within two years the most marked changes in the city. A great part of the north side of the street has been completely rebuilt. The old residence buildings have been demolished, and in their place now appear modern structures, largely of brick and brown stone, and real estate men, builders, architects, auctioneers, and others have moved up town into that fast growing business section. More real estate offices are to be found in any other part of the Capital within the same space. The new offices are models of the kind, and much attention has been paid to comfort and elegance, as well as to larger room for conducting business. With the opening of these offices the real estate business in Washington has been put on a vastly higher and better plane.

Colorado Building a Landmark. At Fourteenth street the beholder comes upon the Colorado Building, the slightly structure erected a few years ago by Thomas F. Walsh to afford better quarters for lawyers, real estate men, financiers, and others who want circumscribed space for their business operations. Several buildings are in the Colorado Building, and it is well filled with the most progressive business men of the city. On the ground floors, of course, are merchants who have found attractive quarters.

In the 1300 block is also located the property of the Epiphany Episcopal Church, one of the oldest parishes of the denomination. It is thought that this property will soon yield to the pressure of business, and pass to some purchaser who may desire to make use of it similar to that made by Mr. Walsh of the former site of the Foundry Methodist Church.

Banks and Office Buildings.

Crossing Fourteenth street, one passes two of the national banks of the city, and two prominent private banks are also in this block. Brokers' offices, railroad offices, and other large business places occupy the block. "Real Estate Row" continues into this block, and one of the largest real estate houses of the city has its home here. At the corner of Fifteenth street, opposite the Treasury, stands the Home Life Building, owned by the Tyskovsky brothers, one of the skyscrapers of the uptown section, and the Riggs House, owned by Col. Staples, which, for forty years, has been one of the noted hotels of Washington.

During the years of its popularity it has been the headquarters of diplomatic officers, and in times past was the scene of some of the most noteworthy political meetings of the Capital. Here James A. Garfield lived during part of his service in Congress. It was the home of Rosebud Coddington, and many of the great names of the United States have been upon its register.

INVITES PICTURE LOVERS.

Lane & Co. Cling to G Street Through Business Changes.

Though George S. Lane & Co., art dealers, have recently occupied their new place of business, at 1307, they are not new to G street. For several years they were in business at 1302, and in seeking new and larger quarters, made necessary by the growth of trade, would leave neither G street nor the block where their trade has been built up. Mr. Lane has a conviction that it would not be safe to leave the locality which has witnessed such growth during the last few years and which promises so well for the future.

George S. Lane & Co. carry a full line of picture frames of almost every conceivable style of molding. Pictures are framed to suit the taste of the owner, and the work is done cheaply and promptly. Special attention is paid to restoring old paintings and regilding old frames. The company also has for sale all kinds of paintings and engravings, and at the present time has a large and unique collection of water colors. This company carries the largest collection of Japanese water colors to be found in Washington. It is the custom to give a special exhibition of these pictures every fall, which invites generally the art lovers of the city to the rooms.

Mr. Lane has recently purchased New York 1,000 high-class carboys and wood-cuts which are to be sold at strictly popular prices, some of them for a few cents, but he says there is nothing cheap about them but the price.

Mr. Lane started in business several years ago in a small way at Fifteenth and G streets. Later he removed to 1302, and finally to his own store at 1307, where he says he hopes he is located for the rest of his business life.

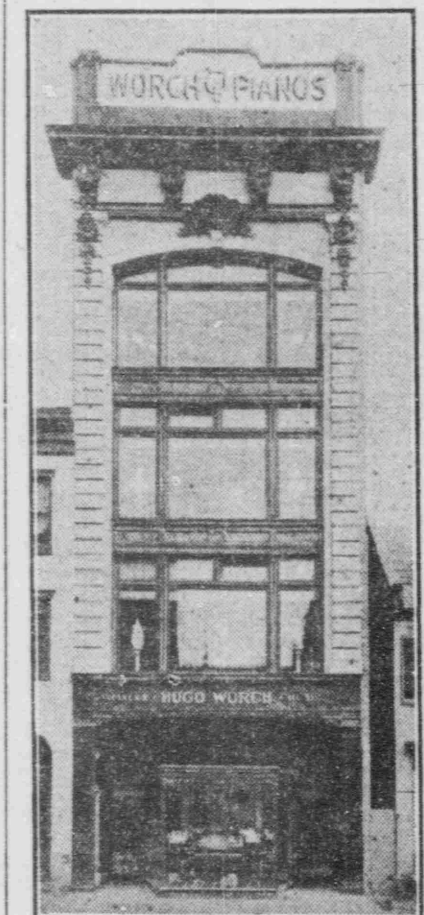
PIANOS SELL IN G STREET

Hugh Worch Thinks He Is in the Right Locality.

Store Recently Built Contains Many Instruments New and Old-Sells, Rents, and Ships Them.

Hugo Worch is one of the piano dealers who has recently located in G street, believing that this thoroughfare is the best in the city for his business. Mr. Worch moved into the new building at 1110 about five months ago, the store, four stories and basement, having been built especially for him. Mr. Worch was for many years in business at 923 F street, and sought removal to larger and better quarters to satisfy the growing demands of his trade.

The building which he now occupies has a frontage of 25 feet by 130 feet deep, and in its four stories has about 13,000 square feet of floor room. The building is especially well adapted to the piano trade, having been planned with special reference to that end. One of the features is the elevator, which, of course,



Store of Hugo Worch.

is larger than in any other kind of a store, being used both for carrying passengers and for lifting and lowering the heavy instruments from one floor to another. The elevator cage on the first floor and at the stopping places above is one of the finest in the city. The several floors of the building are handsomely finished, adorned with statuary and potted plants, and the salesrooms are as attractive as the tone of the instruments is fine.

Mr. Worch carries in stock about 250 instruments. His specialty is the Worch piano, made for him in New York. Besides this, he carries in stock the Blasius, Sohmer, Cameron, Regent, Baumeister, Baus, Christian, Krell, Cable, and Nelson pianos.

Mr. Worch, besides selling instruments in the usual way, carries on an extensive business in renting pianos, having from 40 to 50 pianos for this purpose. He also has abundant facilities for packing, shipping, and storing pianos.

On the main floor, Mr. Worch has a general music store, where he deals in music supplies, sheet music, books, small musical instruments, and anything else wanted in the musical line. Mr. Worch was found by a reporter of The Washington Herald on the fourth floor of his building, where he has, possibly, the largest aggregation of old square pianos to be found in Washington. Here are instruments of all the ancient makes—some of them more than a century old—and Mr. Worch was engaged in finishing up six of these "old-timers" to be sent to the forthcoming musical exhibition, to be held in Madison Square Garden, New York.

One of these old instruments is deserving of special mention. It was manufactured by W. Geib, and bears the date of 1814. It was formerly owned by a Georgetown family, and was in their possession for about eighty years. Far from being merely an "antique," this old instrument looks fresh and clean, bright in its mahogany finish of the first year of its existence, and Mr. Worch said down and played several times upon it, among them "Should Auld Acquaintance Be Forgot." The old piano has a wonderfully sweet tone, and it is no stretch of the imagination to say that there is more music in it yet than in many of the newer and more costly instruments.

Another "old one" was made in London, by Charles Gauer, in 1798, and Mr. Worch points with pride to two "Clement" square pianos, manufactured by the great composer about 1798.

Coming down from the top floor one sees a great variety of new pianos, nearly all uprights, and when not uprights they are grands. They increase in beauty of finish, cost, and excellence to the ground floor, where are found some of the show pianos, that will sonnet a corner in some of the rich mansions of the city.

Worch's is a vastly interesting as well as a busy place.

ARE STILL GROWING

Woodward & Lothrop Occupy Most of the Block.

LOCATION JUSTIFIED BY GAIN

Junior Partner Reveals Some of the Reasons for Leaving Downtown Section Twenty Years Ago—Personality of the Two Men Who Established Washington Big Store.

Woodward & Lothrop's store, commonly known as the "Boston Store," is one of the great structures of G street, as well as one of the most prominent department stores in Washington. It occupies nearly the entire square bounded by Tenth, Eleventh, F, and G streets. The G street side is by far the most imposing, where about one-half of the space covered is a new structure, standing upon the former site of the St. Vincent's Orphan Asylum.

Mr. Lothrop recently, in commenting upon the choice of the site for the store, now about twenty years ago, said that he and his partner, Mr. Woodward, found it impracticable to secure the accommodations they needed on Pennsylvania avenue. He added that in their belief, F street, between the Patent Office and the Treasury, seemed then the most desirable business thoroughfare of Washington. Since then, he said, their prognostications had been more than fulfilled, for not only has F street grown immensely, but it has overflowed into G street, so that it is difficult now to tell which way the tide in the years to come. Furthermore, he said, they seemed to have located right at the center of things, commercially speaking, and they had seen grow up around them business houses of every description.

Sought Another Location.

Mr. Lothrop said they at first decided to locate on the northeast corner of Thirtieth and F streets, but were unable to obtain the site they required from the Thorne property adjoining the corner. The delay that ensued spurred the late Caldwell to offer to build for them on the northeast corner of Eleventh and F streets. Mr. Lothrop said they had a good many well wishers, who were certain they had made a vast mistake in moving away from the business center on Pennsylvania avenue, but such persons, he said, have all disappeared. He thought nobody then fully appreciated the tendency of business to push uptown, which it has since done. Of course, Mr. Lothrop is satisfied that events have proved the wisdom of their choice.

From the small beginning at the corner of Eleventh and F streets, the store has grown by accretion, purchase, and rebuilding until it occupies the dimensions noted. The store is large, substantial, well arranged for the purposes of trade, and the dry goods trade, as it was then toward which tourists in Washington trend their way, alike for the purpose of inspection, and for their necessary shopping.

The new portion of the store on the G street side is eight stories high, fire-proof, and in planning the structure and accommodating it to the purposes of merchandise, not a square foot of space is wasted, after providing for cases, counters, display windows, and broad and ample aisles for patrons.

Personality of the Partners.

Not more interesting is the big department store over which they preside than is the personality of the men who have created the business and carried it forward to such large success. S. W. Woodward, senior partner in the company, is a native of Maine. He was born in Damariscotta, Lincoln County, about fifty-five years ago. His first venture in business was with Cushing & Ames, dry goods merchants of Boston. He entered upon his apprenticeship for his life work with characteristic energy and with the large hopes and ambitions of youth. He quickly learned the details of the dry goods trade, as it was then in the center of New England. While with the Boston firm he received several merited promotions and became an influential factor in their large and increasing trade.

About 1873 he formed a partnership with Alvin M. Lothrop, who joined the forces of Cushing & Ames in 1870. The two young men had formed a close friendship, and they graduated from the Boston business to set up for themselves at Chelsea, under the name which the company still bears. In seven years they built up a large business, but soon arrived at the conclusion that Chelsea did not offer a large enough field to satisfy their ambition. Their attention was turned toward the South as an inviting field for merchandise. They came to Washington and formed the nucleus of the present large department store. The firm first located at 705 Market Space. Later they moved to 32 Pennsylvania avenue, and in 1887 established their store upon its present site.

Mr. Woodward Does Things.

Mr. Woodward is an excellent example of the active and forceful American. He has large ambitions, large capacity, and large charity. He does things as well as to plan them. He once said that every minute of his time was demanded by the details of business at his office, yet he finds time to be one of the most prominent charity managers of the city. He has long been president of the Young Men's Christian Association, and has given much time and attention to the working out of the big problems there. Some of his time is also given to educational work, and he is identified with many of the financial institutions of the capital. He is a consistent member of the Calvary Baptist Church and a regular attendant upon the meetings of the Southern Baptist convention, where he is one of the forces of the denomination.

Mr. Lothrop, junior partner, is a native of Massachusetts, having been born at Acton, July 3, 1847. As stated, he entered mercantile life in the store of Cushing & Ames, in Boston, and since 1873 his career has been associated with Woodward & Lothrop. He is a large and forceful man, a true yolk-fellow of his partner, and during the years of their association together has been abreast of him in business life as in every good work. Mr. Lothrop is a consistent churchman, being a member of the First Congregational Church, a member and active worker in the Young Men's Christian Association, a distinguished Mason, and he is affiliated with many of the business affairs of the city. He is a member of the Board of Trade, and has devoted some of his time for several years to the affairs of the National Geographic Society. He is a member of the Sons of the Revolution and of the Mayflower Society.

Jameson visitors are arriving daily and looking for furnished rooms. An ad in The Herald will get them there. The Herald has the largest circulation at Norfolk and Jamestown of any Washington paper.



THE PALAIS ROYAL.

One of the largest department stores of the National Capital.

FIRST IN THE FIELD

A. Lisner a Business Pioneer in "Sleepy G Street."

LEFT AVENUE BACK IN 1893

Reasons Actuating Removal Did Not Appeal to the Merchant's Friends. He Stood Almost Alone in His Determination—Why This Thoroughfare Invites a Stream of Trade.

The metamorphosis of G street into a thriving business thoroughfare may be chiefly credited to A. Lisner, proprietor of the Palais Royal. In his view the present development of this street and the indications of still more rapid growth in the future make it seem quite logical that G street must be, geographically and rightfully, one of the main arteries from the new Union Station to the uptown district, as it is already the short cut between the great government buildings.

Very different was the opinion when Mr. Lisner determined, about fifteen years ago, to change his place of business from Pennsylvania avenue to the present site. Formerly Mr. Lisner occupied the entire building once used by the Pension Office, now the site of the Raleigh Hotel. His best friends told Mr. Lisner in 1893 that it was "suicide" to forsake the historic Pennsylvania avenue for sleepy G street. Some of them went so far as to suggest in a half-indignant manner that he might as well move out to the suburbs and start a department store where there was plenty of room.

Had Courage to Go Ahead.

But Mr. Lisner had the courage to support his theories with deeds, and the Palais Royal, at the northeast corner of G and Eleventh streets, was the outcome. The land and the building cost within a fraction of half a million dollars. G street came to life as a business thoroughfare with the opening of the Palais Royal, October 1, 1893.

It soon became apparent that the vast number of residents in the northwest section of the district favored the change in the location, and the new Palais Royal was a demonstrated success from the beginning. Women engaged in the government offices also found this G street establishment the most convenient for them. Sleepy G street was fully awakened, never to sleep again. To-day the Palais Royal corner is one of the busiest in town.

Invites Enormous Trade.

Those conversant with department stores credit the Palais Royal with the largest business in proportion to its size—a business greater than in many larger establishments of bigger cities. Some idea of its volume is gleaned from the investigation of The Herald reporter, who learned that the sales of women's waists, in one day, amounted to \$150, sold only from a comparatively small table, occupying a space measuring but 5 by 10 feet. When it is considered that the Palais Royal Building is 160 by 100 feet, and that every inch of its five floors is utilized, some idea is realized of the vast business concentrated there.

Mr. Lisner's success did not begin and end with the selection of a location that has developed so marvelously. One little straw—those waists—proves it. We men who have mothers, wives, and sisters know that the home talk of late has been nothing but waists! We have all heard until we are tired, that the Palais Royal is having a wonderful sale, and that dreams of waists are to be had for a song. If it is not waists, it is this garment or that which is a bargain, so that the Palais Royal becomes a household word. Women know, and if their verdict is that this G street establishment is the best and most economical shopping place, one can be very certain that it is really so. It can be taken for granted that G street is the right location, and the Palais Royal the right store.

The growth of G street since the advent of the Lisner Building is perhaps the most marked in the obliteration of St. Patrick's Orphan Asylum, on the site of which now flourishes the "Boston House." It would only need the erection of another great department store on the shopping center unequaled in many much greater cities.

Largest Morning Circulation.

All advertising contracts made by The Washington Herald are based upon its sworn circulation—a circulation in Washington larger by thousands than was ever before attained by any morning newspaper at the Capital. Its books are open.

SELLS RAILROAD TICKETS.

B. & O. City Office Seeks New Location in G Street.

Among the recent business offices to be established in G street, none is more certain of success than the local ticket office of the Baltimore and Ohio Railroad. For several years S. B. Hege, district passenger agent, and his associates, H. P. Baldwin and E. A. Baughman, had their eyes open for a suitable location in the 1400 block. They were sure that an office located there would not only catch the tide of travel, but would be subject to less confusion and noise than in the former location on Fifteenth street.

Several months ago the local representatives of the company had an opportunity to get possession of the quarters at 1417, and there the office was established, and is now passing through the most active summer business in the history of the company in Washington. Mr. Hege and his associates are well satisfied with the change, and all express confidence in G street as the coming business thoroughfare of the city, and as one of the main arteries of traffic between the new Union Station and the uptown business district.

Speaking of their business yesterday, Mr. Baldwin said: "At our city ticket office, tickets are sold to all parts of the world, in addition to those for trips all around the world. We have had a most wonderful business during the present summer season, the individual and organized movements being larger than ever before."

STANDS IN HEART OF CITY

Pennsylvania Ticket Office Convenient to Everybody.

Where Transportation Can Be Obtained to Any Available Point in Civilized World.

When the Pennsylvania Railroad and other systems entering Washington take possession of the almost completed Union Station, and G street, as one of the main thoroughfares between it and the uptown business section, takes on the full tide of its growth, one of the prominent landmarks of the street will be the city ticket office of the Pennsylvania Railroad.

This office, fine in its appointments and manned by a capable and obliging force of clerks, is located at the northeast corner of Fifteenth and G streets, right in the heart of official Washington, and convenient to the resident and hotel section, and to every important government office and to the White House. At this office, opposite the Treasury Building, may be obtained tickets to any known country of the globe. The agent has constantly on hand tickets to all parts of the United States and Canada—to the North, South, East, and West. Here one may also reserve Pullman accommodations, secure "free-table" information to all sections, and may arrange for the transfer of baggage and make a reservation.

At the same place is located the office of the passenger agent of the Southeastern Railway, and the Pennsylvania Railroad. This official has charge of the details of the passenger business centering in Washington.

Every convenience is afforded patrons of the Pennsylvania Railroad through these offices in making short or long trips, and the personnel of the offices is always at the command of the public. The occupation of the new Union Station by the Pennsylvania Railroad will mark an epoch in the railroad history of the National Capital. Beautiful in its exterior and interior decoration, the new terminal is a model of convenience, and will become the pride not only of the city of Washington, but of the whole nation.

Pennsylvania Ticket Office, Home Life Building.

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The train service of the Pennsylvania Railroad is on a par with the new station. It leads to all the important centers of interest North, East, and West. New York, Boston, Buffalo, Chicago, St. Louis, Cleveland, and Cincinnati are all within easy access by its splendidly equipped express trains.

The Pennsylvania Limited and Pennsylv-

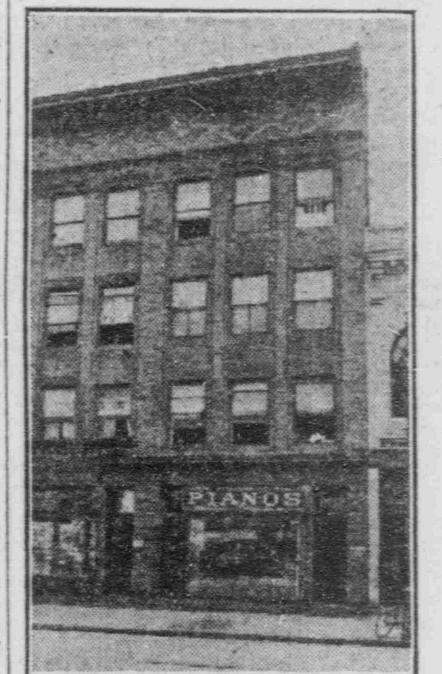
SELLS "LAUTER PLAYERS"

Charles J. Turner Succeeds to Juleg Music Store.

Instrument Which Is Both a Piano and a Mechanical Music Box.

One of the large and important music stores of G street is that of Charles J. Turner, at 1206. This store is on the site of the old Juleg music store, which was burned in 1905. Mr. Turner was an employee of Mr. Juleg for several years, where he learned the business. When the old place met with disaster Mr. Turner determined to start in business for himself, and leased a small place on F street, where he remained about a year.

In the meantime the old site had been built up with a fine, new, four-story structure, well adapted to the purposes of Mr. Turner's business, and he took



Store of Charles J. Turner.

the first and second floors of the building a few months ago. Mr. Turner took over the business of the Juleg establishment, and is now building up a large trade in his special lines.

Mr. Turner carries as his main feature the Lauter pianos, one of the oldest in the trade. They are manufactured in Newark, N. J., where the factory has been in active operation since 1862. There are seventeen styles of this piano, and Mr. Turner stated yesterday that he had been quite successful in introducing them to the music lovers of Washington.

Mr. Turner's store is handsomely fitted up, with elegant offices and a show room on the first floor, and a larger show room on the second floor. Here are more than 100 instruments constantly in stock, and the most capacious buyer would not fail to be suited with some style of piano.

The crowning feature of Mr. Turner's business is what he terms the sale of the "Player-Piano." This is a combination instrument, which adapts itself to the regular player and has a mechanical apparatus which transforms it in a moment of time to a self-playing piano. By sliding a small door in the upper part of the frame and by opening a trap in the lower part of the case the instrument becomes a mechanical player, which any one can operate, without being able to read a note or knowing the difference between a major or minor chord. Indeed, Mr. Turner remarked, as he started the mechanism for the entertainment of a Washington Herald reporter, that the "Lauter Player" could easily find the "lost chord."

The "Piano-Player" is operated in a manner quite similar to the mechanical players with which most persons are familiar—the large and unsightly box that is sometimes placed in front of the instrument and the mechanism is all placed inside the piano case, taking up no additional space in the room, and, when closed leaving the instrument ready for ordinary playing.

In connection with the sale of the "Player-Piano," Mr. Turner has started a circulating library of music rolls, so that the owner of an instrument has the privilege of trying out and using for a brief space of time all the new music arranged for the piano. If purchased, the pieces cost 50 cents to \$1.50 each. Through the library arrangement the buyer can try the music and purchase his private collection by degrees, taking what he likes.

In selling one of the Lauter pianos the company issues a guarantee to supply any defect in the instrument within five years of the date of sale.

vania Special service to Chicago, the St. Louis Limited to the banks of the Mississippi, and through trains to Boston by the Steamer Maryland route, are all well known.

Between Washington and New York, Philadelphia and Baltimore the service is adequate and maintained upon the high standard which has made the Pennsylvania Railroad synonymous with the highest excellence.